

**Government Disclaimer: Responses provided below reflect things as we know them today. However, things may be different in the final Request for Proposal (RFP).**

	Reference	QUESTION	RESPONSES
1	General	Will the awards of the Prime Contracts be based on geography?	No
2	General	Will acreage be considered interchangeable? As an example, will 20 acres along a major river be exchanged for 20 acres on prairie lands?	The level of effort contracted under a specific task order will not change. No-cost modifications can be considered, if all parties amenable.
3	General	Do all respondents need to provide an OCI plan within the proposal?	No. An OCI plan is only required if an offeror has OCI issues.
4	General	Can you please define what are the Performance Based Service Contracting Techniques?	Reference <a href="http://www.whitehouse.gov/omb/rewrite/procurement/pbsa/guide_pbsc.html">http://www.whitehouse.gov/omb/rewrite/procurement/pbsa/guide_pbsc.html</a> OMB Guide to Best Practices for Performance Based Service Contracting, 1998.  <a href="http://acquisition.gov/comp/seven_steps/home.html">http://acquisition.gov/comp/seven_steps/home.html</a>
5	General	Given that the wage determination will be task order based, how will we cost this in our overall price proposal? Will the maximum of the national rates be issued in the final RFP or should companies assume the national maximum for costing purposes?	For the IDIQ Pricing Matrix to be incorporated into the final contract, offerors should provide a CAP rate that captures the highest rate within the region (East or West) they intend to submit a proposal. For the STOs Pricing Matrices, offerors should propose the labor categories and rates applicable to the location identified in the STOs.
6	General	Can large firms be on more than one small business team?	Yes
7	General	Rate schedule. Will AEC provide a rate schedule that includes CRM positions to support comparable cost analysis of the price matrix? We suggest that AEC provide list of CRM labor categories along with statements of minimum standards for education and experience, such as those suggested below: Program Manager; Task Order Manager; Principal Investigator; Senior Archaeologist; Archaeologist; Senior Architectural Historian; Architectural Historian; Senior Historian; Historian; Preservation Planner; Historical Architect; Physical Anthropologist; Zooarchaeologist; Archaeobotanist; Geophysical Specialist; Geoarchaeologist; Laboratory director; Analyst; Labor Technician; GIS Specialist; Archaeological Technician I; Archaeological Technician II; Archaeological Technician III; Editor; Graphic Artist; Clerical	We are not requiring specific labor categories. Firms are free to propose any labor categories they prefer.
8	General	Rate Schedule. How are firms supposed to quote rates for the Archaeological Technicians, whose rates are SCA wage rates that vary considerably from location to location?	For the IDIQ Pricing Matrix, firms should propose their "ceiling" rate for the RFP. Responses on individual task orders should use the appropriate wage rate, up to that ceiling.

9	General	Rate Schedule. How should teams address inherent regional price variations? For example, rates for Hawaii and Alaska, where we would assume there will be fewer Task Orders, are significantly higher than rates for most of the Southeastern US, where there may be many Task Orders.	For the IDIQ Pricing Matrix, firms should propose their "ceiling" rate for the RFP. Responses on individual task orders should use the appropriate wage rate, up to that ceiling.
10	General	Bi-lateral Task Orders – Please clarify what is meant by Bi-Lateral Task Orders (BTOs). We assume that under the BTO scheme, if a TO is less than \$100,000 then AEC does not need to compete it and if the TO is greater than \$100,000 then AEC will need to compete. Is this correct?	All task orders will be bi-lateral task orders meaning that the task order will be signed by the contractor and the contracting officer.
11	General	When does AEC plan to issue the final/revised RFP?	The anticipated release date of the final RFP is 28 September 2009.
12	General	Are you awarding separate "contracts" for archaeological and cultural?	No
13	General	If you are trying to streamline process and reduce costs would you consider accumulating like task orders in geographically nearby facilities? (ie. ICRMPS or INRMPS) This would induce contractors to trim profit in hopes of more work.	The Government will consider accumulating like task orders. ICRMPS and INRMPS may not be easy to lump together, but other kinds of work across regions may be.
14	General	Is there a geographical division between the east and west that you used (e.g., Mississippi River)?	Mississippi River is demarcation between the regions.
15	General	Rate Schedule. What's the reason for using 2-year rates vs. annual rates?	The Government anticipates that the majority of task orders will not be placed under this contract until 18-24 months after award.
16	General	Rate Schedule. If AEC does not intend to provide a rate schedule that includes CRM positions, how will variation between teams in terms of different staff assignments and labor categories be evaluated in the price proposal?	Firms should provide the staff make-up that reflects their technical approach to the tasks.
17	Pricing	Can you discuss the wage determination for the Cultural contract? How should we cost given regional/geographic differences?	For the IDIQ Pricing Matrix, offerors should submit the highest rate within the region (East/West) in which they are submitting a proposal. For the STOs Pricing Matrices, offerors should submit the labor rate applicable to the location included in the STO.
18	Section L	Can the technical proposal page length be significantly increased (e.g., doubled to 50 pages) so that the 11 products and the sample task order can be adequately addressed?	The Government does not intend to extend the page length unless industry can convince otherwise. The technical proposal currently allows up to 10 additional pages for charts, diagrams, tables, etc.
19	Section L	Can the past performance proposal page length be increased?	The Government does not intend to extend the page length unless industry can convince otherwise.

20	Section L	Staff Capability Expression. Where should we demonstrate overall staff capacity and expertise? The task order exercises required presentation of staff qualifications for the scope of the particular task order. However, the RFP does not provide opportunity for teams to present capabilities of their full staff complement.	Firms should propose the staff make-up that reflects their technical approach to the tasks identified in the RFP. Please refer to Section L for proposal content submission.
21	Section M	M.1. Basis for Award: National vs. Regional Contracts: In this section the solicitation indicates that there will be 3-5 awards in the east and 3-5 awards in the west. The solicitation also states that all Task Orders may be competed on a national basis. AEC as the two previous Industry Days strongly encouraged the creation of partnerships between CRM providers that could demonstrate national coverage. In response, several firms have invested considerable time and effort over the past 18 months to develop nationally based teams, several of which have been acknowledged as "viable" by AEC. Will proposals from national teams be considered? If so, how should a national team respond to the Eastern and Western Task Order examples? If national teams are allowed to respond to both East and West Task Order Examples, will AEC reconsider the page limit restrictions for Volume II?	The Government does not intend to request or evaluate proposal from national teams. The Government does not intend to extend the page length unless industry can convince otherwise. The technical proposal currently allows up to 10 additional pages for charts, diagrams, tables, etc.
22	Small Business	Please provide clarification of the small business status of the RFP. Specifically, will one or more of the anticipated awards be set aside 100% for small business? If not is there a small business subcontracting goal for contracts?	The solicitation will be set aside 100% for small business concerns.
23	STO	Is the provided STO representative of what will be required in awarded Task Orders under the Prime Contract? The Eastern STO has 5 projects on 4 widely divergent installations.	Number of task orders may vary and will likely exceed the number of projects and installations listed here. Installations will be widely spread out through the region and/or country.